



WSPA
250 International Drive
Spartanburg, SC 29303
(864) 576-7777

CONTRACT

| | | |
|---|---|--|
| <u>Contract / Revision</u> 954412 / | | <u>Alt Order #</u> 25330184 |
| <u>Product</u> Issue | | |
| <u>Contract Dates</u> 10/25/16 - 10/31/16 | | <u>Estimate #</u> 5661 |
| <u>Advertiser</u> POL/AFSCME People | | <u>Original Date / Revision</u> 10/14/16 / 10/20/16 |
| <u>Billing Cycle</u> EOM/EOC | <u>Billing Calendar</u> Broadcast | <u>Cash/Trade</u> Cash |
| <u>Property</u> WSPA | <u>Account Executive</u> Katz Washington | <u>Sales Office</u> Katz/Washingto |
| <u>Special Handling</u> | | |
| <u>Demographic</u> Adults 25-54 | | |
| <u>Agcy Code</u> 9914573 | <u>Advertiser Code</u> | <u>Product 1/2</u> 207 |
| <u>Agency Ref</u> IN14921 | | <u>Advertiser Ref</u> |

And:

Waterfront Strategies
3050 K Street Northwest
Washington, DC 20007
USA

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Rtn | Type | Spots | Amount |
|---------------|-------|-------------------|-----------------|-------------------------|----------------|------|--------|-------------------|-------------|-----|------|-----------|--------------------|
| N 1 | WSPA | 10/25/16 | 10/31/16 | M-F 7a CBS This Morning | 7-8a | | :30 | | | | NM | 2 | \$1,600.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | Week: | 10/25/16 | 10/31/16 | MTWTF-- | | | | 2 | \$800.00 | | | | |
| N 2 | WSPA | 10/25/16 | 10/31/16 | M-F 8a CBS This Morning | 8-9a | | :30 | | | | NM | 2 | \$1,200.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | Week: | 10/25/16 | 10/31/16 | MTWTF-- | | | | 2 | \$600.00 | | | | |
| N 3 | WSPA | 10/25/16 | 10/31/16 | Price is Right | 11a-12p | | :30 | | | | NM | 3 | \$2,700.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | Week: | 10/25/16 | 10/31/16 | MTWTF-- | | | | 3 | \$900.00 | | | | |
| N 4 | WSPA | 10/25/16 | 10/31/16 | M-F 4p-5p Judge Judy | 4p-5p | | :30 | | | | NM | 3 | \$1,500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | Week: | 10/25/16 | 10/31/16 | MTWTF-- | | | | 3 | \$500.00 | | | | |
| N 5 | WSPA | 10/25/16 | 10/31/16 | The Late Show | 1135p-1237a | | :30 | | | | NM | 3 | \$1,500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | Week: | 10/25/16 | 10/31/16 | MTWTF-- | | | | 3 | \$500.00 | | | | |
| N 6 | WSPA | 10/25/16 | 10/25/16 | NCIS | 8p-9p | | :30 | | | | NM | 1 | \$6,000.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | Week: | 10/24/16 | 10/30/16 | -T----- | | | | 1 | \$6,000.00 | | | | |
| N 7 | WSPA | 10/28/16 | 10/28/16 | HAWAII FIVE-0 | 9p-10p | | :30 | | | | NM | 1 | \$4,000.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | Week: | 10/24/16 | 10/30/16 | ----F-- | | | | 1 | \$4,000.00 | | | | |
| N 8 | WSPA | 10/29/16 | 10/29/16 | Sat 8a CBS This Morning | 8a-10a | | :30 | | | | NM | 1 | \$500.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | Week: | 10/24/16 | 10/30/16 | -----S- | | | | 1 | \$500.00 | | | | |
| N 9 | WSPA | 10/30/16 | 10/30/16 | CBS Sunday Morning | 9-1030a | | :30 | | | | NM | 1 | \$1,000.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | Week: | 10/24/16 | 10/30/16 | -----S | | | | 1 | \$1,000.00 | | | | |
| Totals | | | | | | | | 0.00 | | | | 17 | \$20,000.00 |

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



WSPA
250 International Drive
Spartanburg, SC 29303
(864) 576-7777

| | |
|----------------------------|--------------------|
| <u>Contract / Revision</u> | <u>Alt Order #</u> |
| 954412 / | 25330184 |

| | | |
|-----------------------|----------------|-------------------|
| <u>Contract Dates</u> | <u>Product</u> | <u>Estimate #</u> |
| 10/25/16 - 10/31/16 | Issue | 5661 |

| | |
|-------------------|---------------------------------|
| <u>Advertiser</u> | <u>Original Date / Revision</u> |
| POL/AFSCME People | 10/14/16 / 10/20/16 |

| Time Period | # of Spots | Gross Amount | Agency Comm. | Net Amount |
|---------------------|------------|--------------------|---------------------|--------------------|
| 09/26/16 - 10/30/16 | 13 | \$17,500.00 | (\$2,625.00) | \$14,875.00 |
| 10/31/16 - 10/31/16 | 4 | \$2,500.00 | (\$375.00) | \$2,125.00 |
| Totals | 17 | \$20,000.00 | (\$3,000.00) | \$17,000.00 |

Signature: _____ **Date:** _____

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.